Mr. Sandy states that the demonstration agents were furnished with Bab-

tion agents were furnished with Babcock testers by Professor William D.
Saunders, State Dairy and Food Commissioner, and they were instructed in
their use at Blacksburg. Cows are
tested by the agents, and in this manner farmers can get rid of those who
do not pay for their keep. Last year
1,051 cows were tested, and to illustrate how this was appreciated, Mr.
Sandy quotes the following letter, received from Isle of Wight County:
"Our agent has tested a good payer.

"Our agent has tested a good many cows for the farmers for butter fat, something that was never done before in this section. I know of one man

In this section. I know of one man that wanted to buy a good cow and had prices from two men, and was undecided which to buy, until our agent, Mr. Lyons, tested them, and found one was giving twelve and one-half pounds of butter and the other four and one-half per week, so he knew, then, which he wanted."

he wanted."

Buying Pure Bred Sires.

Mr. Sandy reports encouraging conditions among live stock. He advocates the use of pure bred sires, and his agents were instrumental in bringing 268 of them into the demonstration

counties during the past year. The agents suggest certain types for the

dairying section and certain types for the beef sections, and they are trying to get the people in these sections to breed up to that particular type, to the exclusion of others. Some of the counties, Mr. Sandy reports, are interested in community breeding of live stock, and he is making efforts to get a new and he is making efforts to get a new and the second section.

and he is making efforts to get a pur

bred stre in each magisterial district, the county to pay half and the people to raise the balance among themselves. The supervision of the animal is to be under the Board of Supervisors and the demonstration agent.

Hog raising by rotation of crops form an important part of the report

Mr. Sandy states that he believes that this idea, when taken up by farmers of this State will mean a whole lot to

Virginia. His report shows that 26 farmers have undertaken to raise hog

by rotation of crops, and are putting in the necessary crops preparatory to

raising the porkers next year. Charts showing the best rotation are given in the report. This rotation, Mr. Sandy

states, takes nothing from the soil except phosphorus, and it adds a great deal of humus. The hog does of the

harvesting.

The State work included the opera-

tion of 492 farms under the direction and supervision of the agents last year. These farms were run by rotation of crops, showing the farmer how to get

the largest possible yield, and yet leave his land in better condition than when he started. The agents also in-

spected 636 orchards for different in-sects and diseases, and instructed the

owners in spraying the trees and mix

ing the sprays, and the proper time in which to do the work.

Farmers Use Better Machinery.

Mr. Sandy reports that wonderful strides have been made in the use of

soil, and the people. We understand that thousands of these farms have been sold to outside people who have come to visit this fair.

"The farmers of this State need some great inspiring cause to incite them to

better work upon the farm, new standards of life, and broader ideals, and here they come by the thousands every year and see the very best that Vir-

ginia produces.
"The demonstration work, just as

every business organization, needs ad-

vertising, and this is the best medium of advertising that we can do. "Out of the fifty-one counties in the

"Out of the fifty-one counties in the demonstration work, forty-eight had exhibits at the State Fair. In these booths everything grown in the county is displayed in the most attractive manner. The demonstration building is visited by everybody that comes to the fair, and is acknowledged to be the

most pleasing feature of the fair. By people who are in a position to know, this exhibit was said to be the greatest

agricultural display ever gotten to-gether in the Southern States. "One of the greatest factors in build-

"Out of fifty-one counties, thirty-three had agricultural fairs. I shall mention some of the most notable of these. "Southampton County, two days, attendance, 8,000, \$1,500 in prizes. This money was given by the bankers and business men of the county. The en-

aged sixty-seven and one-half bushels.

farm machinery,

# Alberta--The New Town

SPLENDID OPENING FOR NEW ENTERPRISES, such as Iron Works, Wood-Working Establishments, Overall Factories, Cotton Mills, Tobacco Working Establishments,

BEING IN THE CENTRE OF THE BEST TOBACCO-GROWING TERRITORY of Virginia-the counties of Brunswick, Dinwiddie, Greensville, Lunenburg, Nottoway and Mecklenburg-and close to the tobacco belt of North Carolina, Alberta is the logical location for a great tobacco market. Two warehouses soon to be built.

TWO RAILWAYS THAT GIVE COMPETING RATES place Alberta on same basis with Norfolk, Richmond and other Virginia cities. The Virginian Railway and Scaboard Air Line cross in the centre of Alberta.

LABOR PLENTIFUL. Surrounding agricultural and timber lands furnish raw material of all kinds for industries

OWNERS OF THE PROPERTIES within and surrounding the well laid off town are prepared to offer inducements to new comers in search of industrial locations or farms close to great markets.

THE TOWN IS VERY YOUNG, but already it has a new first-class hotel, superior high school, church facilities, a strong bank, wood-working establishments, several stores, including a wholesale house, and several smaller industries, and forty-odd residences.

For information, address

ALBERTA DEVELOPMENT CORPORATION, Alberta, Virginia.

Chas. S. Barrow. President.

D. T. Kennedy, Secretary and Treasurer.

# RESUME OF WORK

(Continued From First Page.)

perous farmers, and more are wanted.

farm lands surrounding? Write to

all the Grains and Grasses and other things.

crops that crimson clover is king of all cover crops for filling the up-to-date soil with humus. To be impressed with have been brought into the countles in this fact, you need only to travel over the demonstration work. the State and see all the tillable land in cover crops of some kind, and in nearly every instance you will find crimson clover the demonstration work.

With the increased production of hay and the grasses, the farmers are looking out for the best manure spreaders, corn harvesters, rakes, hay loadcrimson clover, this showing the value ers, riding plows, cultivators, disk har-

(Continued From First Page.)
forty-four boys last year at 21 d. f. cents per bushel. Forty-three as many ob bushels and up to 100; sixty-dish boys made 80 bushels and up to 100; sixty-dish boys made 80 bushels and up to 50 forty-one boys made 60 bushels and up to 50. The work, I will quote from a seedsman in one of our counts in the demonstration work. The work of the boys made 50 bushels and up to 75. The work of the boys made 50 bushels and up to 75. The work of the boys made 50 bushels and up to 75. The work of the boys was more residence in the self-way of the self-washel for the self-washel for

Blue grass, all of which mixed together makes fine grazing. More interest will be taken in permanent pastures this year.

"The most important feature of agriculture to-day is 'cover crops.' The lands in Virginia need humus, without which we cannot make the lands produce. We have found for the windown to the windown to the outside world. The Virginia State Fair is the one medium of advertising what we have. The farmer of the windown to the outside world. The Virginia State Fair is the one medium of advertising what we have. The farmer of the West come every fall to see what Virginia is producing. With all of the counties sending exhibits the stranger learns about the crops, the soil, and the people. We understand

#### Refund of Fares

Visiting Merchants purchasing an aggregate of \$1,500 worth of merchandise during "Spring Trade Week" will be entitled to a Refund of Round Trip Fares from any point in the South.
The purchase of \$759 worth of goods will entitle visiting merchants to the Refund of One Way Fare within the same territory. same territory.

### All Merchants Invited

COME

#### **Entertainments**

As soon as you arrive in the city, come to headquarters. Chamber of Commerce and Manufacturers' Building, Sixth and Main Streets, register and receive a book of tickets to all entertainments, as per programme outlined. You don't have to buy—come and enjoy yourself.

# RCHMOND

# Spring Trade Week, March 3-6 First Week in March, Tuesday to Friday Inclusive

GREETINGS Richmond Manufacturers, Wholesalers, Jobbers and Bankers, members of the Trade Extension Bureau of the Richmond Chamber of Commerce, unite in inviting Southern merchants to visit Richmond during "Spring Trade Week," March 3, 4, 5 and 6, 1914. (Tuesday to Friday inclusive.)

PASS THE WORD Remember, this invitation is directed especially to you, but we would appreciate your further interest in passing the invitation to any other merchants of your acquaintance. Ask them

### Free Entertainments for Spring Trade Week





Tuesday, March 3rd.

"Get-Together Dinner" at the Business Men's Club, American National Bank Building, Tenth and Main Streets, 7 P. M. Music and Cabaret Entertainment.

Wednesday, March 4th. Exhibition of up-to-date merchan-dise. Demonstrations of modern selling, displays and methods; and dinner in cafe of Miller & Rhonds' Department Store, Sixth and Broad Streets, 7:15 P. M.

Thursday, March 5th. Theatre Party at Grayce Scott Thentre - special performance of "Forty-five Minutes from Broadway," by Grayce Scott Company

and specially engaged chorus.

Friday, March 6th. Varied entertainments by Indi-

vidual firms, members of the Bureau. Theatre Parties, Luncheons,

#### Over One Hundred Richmond Firms Invite You

Agricultural Implements Hoenniger-Sizemore Co., Inc., 1433 E. Main

Automobile Supplies

The Chemi Company, 629 E. Main Street.
Blotting Paper Manufacturers Standard Paper Manufacturing Co., Hull and

Canal Streets.

Book Binder
W. H. Adams, 11 N. Twelfth Street.

Buggy Manufacturers
Richmond Buggy Manufacturing Company,
Petersburg Turnpike, Stop No. 2.
"Cherry Sminsh"
J. E. Fowler, 1201 E. Cary Street.
Cigars—Tobacco
Straus Cirar Co. Tenth and Main Streets

Straus Cigar Co., Tenth and Main Streets. Clothing H. Marks Clothing Co., 1317 E. Main Street,

Cloth Bag Manufacturer Millhiser Bag Co., Inc., 3804 Williamsburg

Aragon Coffee Co., Seventh and Perry Sts. Candy Manufacturer
Westmoreland Candy Co., 608 N. 17th Street.
Crockery—Glass Ware—House Furnishings

John H. Rose & Co., 1427 E. Main Street. The E. B. Taylor Co., 1611 E. Main Street. odeker Drug Co., 1414 E. Main Stree Owens & Minor Drug Co., 15-17 S. Thirteenth Powers-Taylor Drug Co., 15-17 S. Thirteenth

Vaughan-Robertson Drug Co., 1326 E. Main

Dry Goods and Notions Anderson-Lewis-Gray Co., 1324 E. Franklin

Street. Drewry-Hughes & Co., 1412 E. Cary Street. Richmond Dry Goods Co., 1004 E. Cary St. Straus Bros. & Co., Inc., 1315 E. Main St. Wilkinson, Williams & Reed, 1413 E. Frank-

Dunlop Flour
The Dunlop Mills, 17th and Dock Streets. Electric Supplies. Binford Electric Co., Inc., 1322-1324 E. Main Street. Tower-Binford Electric and Manufacturing

Co., 5 Governor Street.
Fish Net and Twine
L. Lichtenstein Sons, 8 S. Fourteenth Street. Fertilizers and Agricultural Lime
A. S. Lee & Sons Co., 108 S. Thirteenth St.
Richmond Guano Co., Travelers' Bldg. Flavoring Extracts

F. Sauer Co., Broad, cor. Meadow Street. Furniture
Bloomberg-Michael Furniture Co., Va. Ry.

& Power Bldg., Seventh and Franklin. Sydnor & Hundley, Inc., 700 E. Grace St. Ginger Ale and Mineral Waters The Beaufont Company, Inc., Ninth and Byrd Streets

Grocers, Heavy and Fancy C. W. Antrim & Sons, 1417 E. Cary Street. C. W. Antrim & Sons, 1417 E. Cary Street. Fleming & Christian Co., 19 S. 14th Street. Gathright-Chiles Co., Inc., 1307 E. Main St.

W. H. Harris Grocery Co., 1418 E. Cary, E. A. Saunders & Sons Co., Fourteenth and Cary Streets. Stokes-Grymes Grocery Co., 11 S. Fourteenth

Hardware W. S. Donnan Hardware Co., 1300 E. Main

Richmond Hardware Co., 101 S. 14th St. Virginia-Carolina Hardware Co., 1320 E. Main Street.

Main Street.
Watkins-Cottrell Co., 14th and Dock Sts.
Harness and Accessories
Cottrell Saddlery Co., 1328 E. Franklin St.
B. T. Crump & Co., 1309 E. Main Street.
Imperial Harness Co., 21st and Perry Sts.
Hats—Caps—Gloves
Etchison Hat Co., 124 Virginia Street.
T. D. Stokes & Co., 14th and Ross Sts.
Horses—Mules

Horses-Mules
Southern Stock Yards Corporation, West
Broad Street.

Leather Findings Straus, 104 N. Fourteenth Street. Life Insurance Life Insurance Co. of Virginia, Tenth and Capitol Streets.

Machinery-Mill Supplies 809 E. Cary Street, n Ranway Supply Co., 1323 E. Main

Metals-Roofings Gordon Metal Co., 14th and Dock Sts. Manufacturing Stationers Baughman Stationery Co., 1322 W. Broad

Bell Book and Stationery Co., 914 E. Main Street.

Street Waddey Co., 1105 P. Main Street.
Southern Stamp and Stationery Co., 1205
12. Main Street.

13. Main Street.

14. Main Street.

1311 E. Main Street. Millinery
Bloomberg Millinery Co., 504-512 E. Broad.
Kaufmann & Co., 207-209 N. Fourth Street.

Kaufmann & Co., 207-209 N. Fourth Street.
Newspapers

Evening Journal, S.S. Ninth Street.
News-Leader, 9 N. Eighth Street.
Times-Dispatch, South Tenth Street.
Merchants-Journal and Commerce, Main corner Fifteenth Street.
Richmond Virginian, 22 N. Seventh Street.
Notions—Fancy Goods
D. H. Pitts & Bro., 1211 E. Main Street.

Paints-Oils

John L. Branch & Co., 18 E. Broad Street. Clifford Smith Co., 1819 E. Main Street. Tanner Paint and Oil Co. (Mfgs), 1419 E.

W. S. Tanner Paint Co., 1303 E. Main St. Paper-Wholesale

B. W. Wilson Paper Co., 20-24 Governor St. Planos-Victrolas
The Corley Company, 213 E. Broad Street.

Pork Packers-Provisions F. E. Patrick-Young Co., Byrd Street.

J. W. Fergusson & Son, Inc., 105 N. 14th St. Whitmore & Garrett, Inc., 1309 E. Franklin Street. Whittet & Shepperson, 11 N. Eighth St. Williams Printing Co., 15 N. 14th Street.

Railway Supplies—M'Pg'rs Agents
Commonwealth Supply Co., Eighth Floor
Mutual Building.

Diggs & Beadles, Inc., 1428 E. Main Street, T. W. Wood & Sons, 12 S. Fourteenth St.

Shoes

Fleishman, Morris & Co., 1209 E. Main St.
W. H. Miles Shoe Co., 1420 E. Franklin St.
Stephen Putney Shoe Co., B.oad corner Allison Street.
Roberts & Hoge Shoe Co., 91-2 S. 14th St.
Stern & Co., 100 Virginia Street.
Wingo, Ellett & Crump Shoe Co., South Richmond.

Soda Fountains—Supplies Christo Mfg. Co., Inc., 124 Virginia St.

Sporting Goods and Bicycles Harris, Flippen & Co., 1219 E. Main Street. Stoves—Ranges
Richmond Stove Co., 2506 E. Main Street.
Southern Stove Works, West Leigh Street.

s and Traveling Bags H. W. Rountree Trunk and Bag Co., 1401 E. Broad St. (factory).

Tobacco Manufacturers Larus & Bro. Co., 7 S. Twenty-first Street.

Atlantic Varnish Works, Inc., Lester Street. Wholesale Department Store
Southern Bargain House, Fourteenth and
Franklin Streets.

Wholesale House Furnishers Ezekiel & Co., 22261-2 W. Grace Street.

Wagon and Carriage Material
A. B. Clarke & Son Hardware Co., 1215 E.
Main Street.
E. L. Taylor & Co., 1415 E. Main Street.

Banks-Trust Companies American National Bank, Tenth and Main

Streets.
First National Bank, Ninth and Main Sts. Merchants' National Bank, Eleventh and Main Streets. National State and City Bank, 1111 E. Main Old Dominion Trust Co., Ninth and Main Sts. Planters National Bank, Twelfth and Main Streets.

Richmond Bank and Trust Co., 1016 E. Main Virginia Trust Co., Travelers Building.

Jefferson, West Franklin and Main Streets. Lexington, Twelfth and Main Streets. Murphy's, Eighth and Broad Streets. Richmond, Ninth and Grace Streets.

#### RICHMOND IS YOUR LOGICAL TRADING POINT

Here are diversified lines, fresh stocks, right prices, efficient service, quick deliveries and liberal terms.

Trade Extension Bureau of the Richmond Chamber of Commerce Headquarters---Chamber of Commerce and Manufacturers Building, Main Street, Corner Sixth

BROAD STREET AND BELT LINE, RICHMOND, VIRGINIA

Yards and Buildings Covering Six Acres

## AN OUNCE OF PREVENTION

Get your FLY SCREENS IN before the flies get IN. It is easy to keep them out, but hard to get them out.

We Do It and Do It Right Perfection Equipment Company

High Grade Fly Screens and Doors. Athey Metal Weather Strip. Phone Monroe 5017.

Jas. L. Phippen, V.-P. and Treas.

MACK PRITCHETT, South Hill, Va.

#### Montague Manufacturing Co., LUMBER AND MILL WORK

SOUTH HILL, VIRGINIA
Twentleth Century Town in the centre of the richest agricultural section
of Mecklenburg County.

Bright Tobacco Market. Good roads in every direction. Churches of all

denominations. First-class schools. Good banking facilities, RAW MATERIAL FOR VARIOUS KINDS OF FACTORIES RIGHT AT HAND. Best location in Virginia for small industries.

FARMING LANDS THAT PAY

Within a circle of fifteen miles around are some of Virginia's most pros-

Patriotic citizens who have more land than needed are offering induce-

Do you want to know about the live Town of South Hill and the great

young farmers to come and make money raising Bright Tobacco,

# IS WORTH A POUND OF CURE

"One of the greatest factors in building up the educational and agricultural interest of the county is the county fair. Here everybody comes out and helps bring the best products of the farm, measuring their standards by the standards of their neighbors. This is one institution in a county that appeals to every class, and it is no trouble to get money for prizes for boys, girls and adult farmers.
"Out of fifty-one counties, thirty-three

those exhibits are creating interest in operating various departments of farms and showing the production and profit from the crops planted. These are too lengthy to be reproduced

business men of the county. The en-thusiasm of the people was splendid and everybody felt that the fair had done more to unify the interest of the people in agricultural life. Sixty boys exhibited corn at this fair that aver-aged sixty-seven and one-half bushels. The report ends with a statement concerning the co-operation being given the department by the people of seven boys who produced 100 bushels this State. Mr. Sandy is greatly enand over to the acre.

"Norfolk county held its first agricultural and school fair this fall, 1,200 school children came on one train, from

or creating more interest among the this city and Portsmouth. This is said In many of the counties there have ments by which the former will have a been splendid fairs, and in every one greatly increased volume of business between Portsmouth and Columbus. the schools, on the farms, and with the business men of the county.

The business men of the county.

The business men of the county.

The business men of the county. Included in the report are a number of charts showing the cost of operating various departments of a bridge across the Ohio Blyes near the property now stands. South Bosmouth. This is said to be for the purpose of enabling the Chesapeake and Ohio to divert a portion of its coal traffic for the lake region over the Norfelk and Western, through Columbus, Here it will be transferred to the Hock-

"Norfolk county held its first agricultural and school fair this fall, 1,200 school children came on one train, from 4,000 to 5,000 people were in attendance the first day, and quite as many the second. Between \$600 and \$700 in prizes was given for school and corn club work.

South Boston Fair, Halifax County, attendance, 20,000 for three days; prizes, \$2,000. Twenty-six boys exprizes, \$2,000. Twenty-six boys expressed and western Railroad for the hibiting corn, and sixty men. No fair

ing Valley.

this city and Portsmouth. This is said once, and the proprietors, Hodges & mischief. The red ray is stronger and to be necessitated by traffic arrange. DeJarnette, expect to occupy it at the more penetrating, and probably has beginning of the fall season. This enterprise adds to the progress of the teal microbe. town, and proves that she is ever on a bridge across the Ohio River near ton is making such rapid strides as a Sciotoville, eight miles north of Ports- tobacco market that in order to meet the demands it is necessary that this warehouse be erected, although all of the other warehouses were considered ample, but have proven inadequate to take care of the huge amount of leaf brought to this market.

Here is something of a new pre-scription that comes from the New York Press:

"If experiments confirm the theory that the red bottle preserves milk better than the bottle now in use, the red bettle probably will be adopted gen-erally."

> **是在这种企业的企业的企业** RATE SCHEDULES for Public Service Companies. PRODUCTION COSTS for Manufacturers and Plant

Edwin Wortham Consulting Engineer

Power Bldg., Richmond, Va. Reports-Plans-Designs.